

A man in a black shirt is shown from the side, focused on installing a white Fortinet network device into a server rack. The device has the Fortinet logo on its front. The rack is filled with various network components, including cables and other modules. The background shows more of the server room environment.

**FORTINET**

**SOS JUNIPER - FORTINET MIGRATION CAMPAIGN**  
PARTNER VERSION





Receive an exceptional discount of 60%\* when replacing Juniper SRX, SSG or Netscreen firewalls with FortiGate

PARTNER VERSION

**Eligibility:** All Fortinet Partners in EMEA\*

**Validity:** from October 20th 2014 until December 30th, 2014

Customers using Juniper's Security Solutions are facing some harsh facts:

- Juniper's NetScreen and Secure Services Gateways are end of life and no longer capable of protecting their network, applications and assets from new threats.
- Juniper's SRX family of Service Gateways does poorly in 3rd party industry testing, which raises real concerns as to its continued ability to effectively protect their business.

Recommend Fortinet as THE replacement solution, combining best performance and lower TCO !

Recommended FortiGate Migration Discount\*

	FORTIGATE HARDWARE & HARDWARE BUNDLE PURCHASES	FORTICONVERTER
RESELLER	60%	60%
END USER	50%	-
* Recommended Discount also applies for FortiGate cluster purchases. Excluded: FortiGate-20C-ADSL-A & FortiWiFi-20C-ADSL-A and All FortiCare services purchased separately.		

## FORTINET MIGRATION 2-STEP PROCESS:

1. The Reseller fills in the **SPR Approval form** (see annex 1) and sends it to the Distributor. With this form, the Distributor must obtain approval of the replacement purchase from the Fortinet Channel Account Manager. This will allow the Distributor to provide a quote to the Reseller.
2. Next, a **Certificate of Destruction** (see annex 2) must be completed by both the Reseller and the End User. This must be given to the Distributor to accompany the final order.

**Important:** No order will be processed with the Fortinet Migration discount unless the Certificate of Destruction is provided with the Purchase Order.

\* Promotion not valid in Turkey

## Ease the Pain of Vendor Transition – Take Advantage of FortiConverter

To ensure a smooth migration, use FortiConverter, the multi-vendor Configuration Conversion for FortiOS. Benefit from translation of complex policy sets, removal of historical configuration errors and automatic validation of new configuration.

[Click to learn more](#)

[Click for trial version](#)

**\* Exclusive promotion \*** from October 20th – December 30th, 2014

Get an exclusive discount of **60%** on the purchase of FortiConverter.

Must be included in same purchase order as FortiGate hardware replacement purchase.

**Fortinet Professional Services** are also at your disposal, delivering a proven transition methodology and skilled resources to assist your company's migration from Juniper products to Fortinet Solutions.

Contact your local Fortinet Channel Account Manager or email [international\\_partners@fortinet.com](mailto:international_partners@fortinet.com) for information.

## Juniper VS Fortinet Product Matrix Comparison

The chart below provides Juniper - Fortinet models and performance examples. Actual replacement FortiGate will depend on multiple factors, such as performance, number & type of ports and services required.

### Juniper SRX Active Product Line

JUNIPER PRODUCT	FORTINET PRODUCT	TARGET LOCATION	JUNIPER FIREWALL THROUGHPUT	FORTINET FIREWALL THROUGHPUT	JUNIPER CONCURRENT SESSIONS	FORTINET CONCURRENT SESSIONS	JUNIPER IPS THROUGHPUT	FORTINET IPS THROUGHPUT
SRX100	FORTIGATE-30D	Small Branch	700 Mbps	800 Mbps	32K	200K	60 Mbps	150 Mbps
SRX210	FORTIGATE-60C	Small Branch	850 Mbps	1 Gbps	64K	400K	80 Mbps	135 Mbps
SRX220	FORTIGATE-60C	Small Branch	950 Mbps	1 Gbps	96K	500K	100 Mbps	135 Mbps
SRX240	FORTIGATE-70D	Small Branch	1.8 Gbps	3.5 Gbps	256K	2M	250 Mbps	275 Mbps
SRX550	FORTIGATE-300D	Mid Size Branch	5.5 Gbps	8 Gbps	375K	6M	800 Mbps	2.8 Gbps
SRX650	FORTIGATE-300D	Large Office	7 Gbps	8 Gbps	512K	6M	900 Mbps	2.8 Gbps
SRX1400	FORTIGATE-500D	Data Center	10 Gbps	16 Gbps	1.5M	6M	3 Gbps	4.7 Gbps
SRX3400	FORTIGATE-1240D	Data Center/CSP	30 Gbps	44 Gbps	3M	5M	8 Gbps	8 Gbps
SRX3600	FORTIGATE-3600C	Data Center/CSP	55 Gbps	60 Gbps	6M	28M	15 Gbps	14 Gbps
SRX5400	FORTIGATE-3700D	Data Center/CSP	65 Gbps	160 Gbps	28M	44M	22 Gbps	23 Gbps
SRX5600	FORTIGATE-3700D	Data Center/CSP	130 Gbps	160 Gbps	100M	44M	50 Gbps	23 Gbps
SRX5800	FORTIGATE-5000	Data Center/CSP	300 Gbps	1 Tbps	100M	100M	100 Gbps	100 Gbps

### Juniper NetScreen EoL Product Line

JUNIPER PRODUCT	FORTINET PRODUCT	TARGET LOCATION	JUNIPER FIREWALL THROUGHPUT	FORTINET FIREWALL THROUGHPUT	JUNIPER CONCURRENT SESSIONS	FORTINET CONCURRENT SESSIONS	JUNIPER IPS THROUGHPUT	FORTINET IPS THROUGHPUT
SSG5	FORTIGATE-30D	Small Branch	160 Mbps	800 Mbps	16K	200K	-	150 Mbps
SSG20	FORTIGATE-30D	Small Branch	160 Mbps	800 Mbps	16K	200K	-	150 Mbps
SSG140	FORTIGATE-30D	Small Branch	300 Mbps	800 Mbps	48K	200K	-	150 Mbps
SSG320M		Small Branch	450 Mbps	800 Mbps	64K	200K	-	150 Mbps
SSG350M		Mid Size Branch	550 Mbps		128K		-	-
SSG520M		Large Office	650 Mbps		128K		-	-
SSG550M		Data Center	1 Gbps		256K		-	-
NETSCREEN 5200		Data Center/CSP	10 Gbps		1M		-	-
NETSCREEN 5400		Data Center/CSP	30 Gbps		2M		-	-

1. Comparison is based on maximum published firewall throughput figures.

2. NetScreen products (SSG & NetScreen 5000 series) have not been updated recently and therefore providing comparison information may be misleading.

## TERMS AND CONDITIONS

1. Fortinet reserves the right to deactivate a Juniper Replacement product at any time if found to be in violation of program guidelines.
2. This program cannot be combined with any other offers or promotions.
3. This program cannot be used to make purchases to stock inventory or for sale to any other entity other than the End User listed on the SPR Approval form and Certificate of Destruction.
4. Distributors or Resellers found to be abusing the SOS Juniper: Fortinet Migration Campaign may face penalties from Fortinet, which may include but are not limited to: termination of partnership status, loss of specific partnership benefits.
5. Fortinet reserves the right to alter, extend or terminate this program at any time.

## Annex 1

SOS Juniper: Fortinet Migration - **SPR Approval From Fortinet Channel Manager****DISTRIBUTOR**

Submitted By

Name

Company

**RESELLER**

The following Juniper product(s) are being replaced (please print in black UPPERCASE letters):

Competitive Product Name	Serial Number	Quantity	Purchased From (Company Name)
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

The following FortiGate product will be purchased to replace the product(s):

Fortinet Product Model Name	SKU	Quantity
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

The following end-user is replacing their current appliance for a Fortinet security appliance:

End-User Company Name	Address, City, State, Zip	Website / URL	Phone
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**FORTINET**

I approve the eligibility of this product to qualify for the promotional discount, according to the program rules of the 'SOS Juniper: Fortinet Migration' promotion. Complete Program Terms and Conditions are available [here](#).

Name

Signature

Date

**IMPORTANT:** This form must be submitted to Fortinet to validate Juniper replacement purchase.

## Annex 2

### SOS Juniper: Fortinet Migration - Certificate of Destruction

Program terms & conditions apply.

The following COD is to be completed by the end-user purchasing Fortinet products pursuant to this promotion.

I hereby agree to remove the below mentioned product from use at my premises and legally dispose of it once the migration is completed: this will be within 60 days of the customer's official acceptance of the migration to Fortinet.

The following Juniper product(s) are being replaced (please print in black UPPERCASE letters):

Competitive Product Name	Serial Number	Quantity	Purchased From (Company Name)

The following FortiGate product will be purchased to replace the product(s):

Fortinet Product Model Name	SKU	Quantity

The following end-user is replacing their current appliance for a Fortinet security appliance:

End-User Company Name	Address, City, State, Zip	Website / URL	Phone

By signing this form, the undersigned represents that he/she has the authority to execute this form and to bind the company ("end-user") regarding the subject matter contained herein. End-user acknowledges and agrees that in exchange for the promotional pricing offered by the FortiPartner, end-user will (i) provided sufficient information for Fortinet to verify that end-user currently owns Juniper Netscreen/SSG/ISG/SRX products, (ii) properly destroy or dispose of the product listed herein upon receipt, or shortly thereafter, of the Fortinet products, (iii) and does certify that the information provided pursuant to this form is true and accurate.

If any statements made in this COD are found to be untrue, in addition to any other remedies Fortinet may have, Fortinet reserves the right to invoice the end-user (directly and through its authorized FortiPartners), and the end-user agrees to pay, the difference between the list price of any products purchased in connection with this promotional offer and the actual sale price for such products purchased in connection with this COD.

Name

Job Title

Company Name

Date

Signature

**IMPORTANT: This completed form must be submitted with the replacement purchase PO to qualify for promotional discounts.**